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Message Text

UNCLASSIFIED

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ACTION NEA-10

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INFO SECSTATE WASHDC 7913
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C O R R E C T E D C O P Y (TEXT)

E. O. 11652: N/A
TAGS: BTIO, IN
SUBJ: INVESTMENT & AGENCY OPPORTUNITY - INTERNATIONAL POWER SEMICONDUCTOR PVT. LTD., BOMBAY, SEEKS US PARTICIPATION TO MANUFACTURE ELECTRONIC COMPONENTS

REF : (A) 10 FAM 165, (B) COMMERCE OM 8/23/77, (C) BOMBAY A-17, 7/21/77 AND A-4, 2/3/76

1. MR. K. VIJAY RAO, PRESIDENT, INTERNATIONAL POWER SEMI-CONDUCTOR PVT. LTD. (IPSL), UNIT NO.6, SDF, SEEPZ POST OFFICE, ANDHERI EAST, BOMBAY 400 096 (CABLE: TRANSEMCON - TELEX - 011-3836) HAS SOUGHT CONGEN'S ASSISTANCE IN LOCAT-ING AN AMERICAN PARTNER TO PROVIDE TECHNOLOGY FOR THE MANUFACTURE OF PROFESSIONAL GRADE ELECTRONIC COMPONENTS.

2. IPSL OWNS MANUFACTURING FACILITY IN THE SANTA CRUZ ELECTRONIC EXPORT PROCESSING ZONE (SEEPZ), BOMBAY, AND IS EQUIPPED TO MANUFACTURE ELECTRONIC COMPONENTS SUCH AS POWER TRANSISTORS, DIODES, BRIDGE RECTIFIERS AND PLASTIC RECTIFIERS. AS INDICATED IN THE REFERENCED COMMUNICATIONS, UNCLASSIFIED

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THE MANUFACTURING PROGRAM WAS TO BE UNDERTAKEN IN COLLA-BORATION WITH POWER PHYSICS CORP., EATENTOWN, N.J., BUT THE PROJECT FAILED TO MATERIALIZE. IPSL IS INTERESTED IN STARTING THE FACTORY BY MANUFACTURING OTHER ELECTRONIC COMPONENTS PRODUCIBLE ON THE INSTALLED MACHINERY.

3. MR. RAO INFORMED US THAT NON-IMPLEMENTATION OF JOINT

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VENTURE AGREEMENT WITH POWER PHYSICS HAD CONSIDERABLY
WEAKENED IPSL'S FINANCIAL POSITION. HE,HTHEREFORE, HAS
TAKEN A NEW PARTNER ASSOCIATED TEXTILE ENGINEERS (ATE),
BOMBAY, TO PROVIDE FINANCIAL SUPPORT. ATE IS A LEADING
DISTRIBUTOR OF TEXTILE MACHINERY AND MANUFACTURER OF
ELECTRONIC INSTRUMENTS NEEDED IN THE TEXTILE MILLS.HA
REVISED WTDR ON ATE IS BEING PREPARED. AS FAR AS WE
KNOW, ATE IS CONSIDERED TO BE RELIABLE AND EXPERIENCED
IN ITS LINE OF BUSINESS.

4. IPSL IS SEEKING AN AMERICAN PARTNER TO PROVIDE
TECHNOLOGY FOR THE MANUFACTURE OF CERAMIC AND ELECTROLYTIC
CAPACITORS, MICROMETERS, TRIACS, COMPUTER PERIPHERALS,
CRT DISPLAYS AND MICROPROCESSORS. IPSL ALSO NEEDS
TECHNOLOGY TO MANUFACTURE MICA PAPER AND OTHER ELECTRONIC
MATERIALS. THESE ITEMS WILL BE PRODUCED BY IPSL FOR
EXPORTS TO EAST EUROPEAN COUNTRIES. THE FIRM, HOWEVER,HIS
ALSO INTERESTED IN MANUFACTURING THEM FOR AMERICAN
BUYERS ON CUSTOM OR STANDARD BASIS.

5. IN ADDITION, IPSL IS INTERESTED IN REPRESENTING AMERICAN
MANUFACTURERS OF SMALL SIZE ELECTRONIC TELEPHONE EXCHANGES,
COMPUTER PERIPHERAGS, PHOTOCOPY MACHINES, MINI COMPUTERS,
CRT DISPLAYS, ELECTRONIC WEIGHING SCALES, KEYPUNCH
MACHINES, CERAMIC AND ELECTROLYTIC CAPACITORS, MINIATURE
RELAYS, ELECTRONIC IGNITION SYSTEM AND OTHER PROFESSIONAL
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GRADE ELECTRONIC COMPONENTS IN INDIA. IPSL HOPES TO
MARKET THEM THROUGH ITS OWN SALES OUTLETS AS WELL AS
THROUGH THE EXTENSIVE BRANCH OPERATIONS OF ATE.

6. MR. RAO OF THE FIRM IS PLANNING TO VISIT U.S. LATE
THIS MONTH OR IN FEBRUARY. HE WOULD, IF POSSIBLE, LIKE TO
MEET POTENTIALLY INTERESTED AMERICAN FIRMS.

ACTION REQUESTED: WE WOULD APPRECIATE YOUR DISSEMINATING
IPSL' S PROPOSALS AMONG SELECTED AMERICAN FIRMS.
ANNOUNCEMENT IN COMMERCE AMERICA AND PUBLICITY THROUGH
SECONDARY SOURCES ALSO RECOMMENDED. WE WILL INFORM YOU OF
RAO'S TRAVEL PLAN LATER.
COURTNEY

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